

DSP Manager – French Guiana, Cayenne

About Marlink

Marlink is a trusted partner in fully managed smart network solutions, based on an intelligent hybrid network and unrivalled digital solutions.

A true partner, who goes Above and Beyond to help you run your remote operations in ever smarter, more profitable, and sustainable ways to give you the competitive edge.
In today's world, the power to connect your business operations and assets, even in the most remote and challenging places, has never mattered more.

At Marlink, we design, build and manage smart network solutions around your individual needs. We provide trusted global coverage, through our intelligent hybrid network combining satcoms, terrestrial technologies and digital.

Your Mission

Lead the DSP activities on all aspect and report to Internal (Marlink Management) and External (CTG).

Context

Marlink own a DSP contract (Public Contract with a Delegation from the CTG) to provide satellite internet access to remote areas in Franch Guiana. For that Marlink is building a brand new and innovative network with facilities based in Franch Guiana that will be fully operational by mid-2024.

Main Tasks:

- Ensure contract execution according to define KPIs.
- Produce reports and presentation support for the regular CTG reporting.
- Produce regular reports for Marlink Management,
- Lead the communication as "spoke-man(women)" toward potential users (using large medias), operators, public actors.
- Ensure that sales and delivery process are working fine and propose some improvements when it is needed,
- Act as a Sales Service Manager for the DSP customers (operators)
- Negotiate any contract change with the CTG,
- Ensure the DSP execution within defined budget.

Professional Skills:

- Good knowledge of the telecommunication industry,
- Ability to speak with a large audience,
- Ability to negotiate,
- Good knowledge in the French telecommunication regulator (ARCEP),
- High performer in using office tools (Microsoft office)
- Good analytical skills

Educational Qualification & Interpersonal Skills:

- Master's degree in business with a relevant experience in similar environment
- French and English fluent (other local languages is a plus)
- Result and performance oriented,
- Customer centric
- Dynamism and enthusiasm
- Good communication skills
- Willingness and ability to learn.
- Autonomy, decision making, Initiative.
- Driving license (car)

Our Commitment

In addition to implementing the ten principles of the UN Global Compact, we have also signed and committed to follow the principles of the Women's Empowerment Principles (WEPS). We believe that promoting gender equality in the workplace is an important part of our corporate social responsibility and a key to sustainable economic growth. We actively work to ensure equal opportunities in all aspects of our business, including recruitment, training and development, as well as leadership and career opportunities. Through our approach to ESG and WEPS, Marlink takes responsibility for promoting a fair and inclusive workplace and society.

We Offer:

- Flexible hybrid work situation with home office option
- Marlink Training Academy for professional and personal development
- International mobility
- Equal opportunities employer
- Cultural diversity
- Attractive working environment in an international telecommunication company
- Employee social event

Interested?

Please send your motivation letter and CV to hr.france@marlink.com with reference "DSP Manager– HR-FRANCE 0065"

WE SUPPORT UN GLOBAL COMPACT

In support of WOMEN'S EMPOWERMENT PRINCIPLES
Established by UN Women and the UN Global Compact Office